

**ZAMBIA TRADE AND INVESTMENT ENHANCEMENT
PROJECT (ZAMTIE)**

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ZAMTIE ANNUAL REPORT
(December 2001 through November 2002)

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ACRONYMS AND ABBREVIATIONS

AGOA	Africa Growth Opportunities Act
APHIS	Animal and Plant Health Inspection Service
BF	Business Forum
CCCI	Chipata Chamber of Commerce and Industry
CDBA	Chipata District Business Association
CET	Common external tariff
CLIN	Contract line item number
CLUSA	Corporate League of the USA
CM	Chamber of Mines
COMESA	Common Market of Eastern and Southern Africa
COP	Chief of Party
CTO	Cognizant Technical Officer
DBA	District Business Association
DRC	Democratic Republic of the Congo
EBZ	Export Board of Zambia
ESMAZ	Emerald and Semi-precious Miners Association
EU	European Union
FAO	Food and Agricultural Organization
GATS	General Agreement on Trade in Services
GATT	General Agreement on Tariffs and Trade
GMC	Genetically modified crops
HOW	HIV/AIDS Orphans Working
ICT	Information and communications technology
IESC	International Executive Service Corps
IMF	International Monetary Fund
IT	Information Technology
KaCCI	Kabwe Chamber of Commerce and Industry
KaDBA	Kabwe District Business Association
LTA	Livingstone Tourism Association
KCN	Konkola Copper Mines
MAFF	Ministry of Agriculture, Food and Fisheries
MCTI	Ministry of Commerce, Trade and Industry
MFNP	Ministry of Finance and National Planning
MMTZ	Mozambique-Malawi-Tanzania-Zambia
NBCA	National business chamber or association
NCSR	National Council for Scientific Research
NTDB	National Tourism Development Board
NWG	National working group
OPPAZ	Organic Producers and Processors Association of Zambia
PBA	Provincial Business Association
PHRD	World Bank's Japanese grant facility
PRA	Pest Risk Assessment
PRSP	Poverty Reduction Strategy Paper

PS	Permanent Secretary
RAPID	Regional Activity to Promote Integration through Dialogue
RCSA	Regional Center for Southern Africa
RSA	Republic of South Africa
SADC	Southern African Development Community
SACU	Southern African Customs Union
SI	Statutory Instrument
SO1	USAID's strategic objective one
TCC	Textile and Clothing Committee
TCZ	Tourism Council of Zambia
TNF	Trade Negotiating Forum
TPA	Textile Producers Association
US	United States
USA	United States of America
USAID	United States Agency for International Development
USDA	United States Department of Agriculture
UNCTAD	United Nations Committee on Trade and Development
UNDP	United Nations Development Program
WTO	World Trade Organisation
ZACCI	Zambia Chamber of Commerce and Industry
ZAM	Zambia Association of Manufacturers
ZAMEFA	Zambia Metal Fabricators Ltd
ZAMTIE	Zambia Trade and Investment Enhancement
ZATAC	Zambia Agribusiness Technical Assistance Center
ZCSMBA	Zambia Chamber of Small and Medium Business Associations
ZEGA	Zambia Export Growers Association
ZESCO	Zambia Electricity Supply Corporation
ZENA	Zambia Enterprise Network Association
ZIC	Zambia Investment Centre
ZNFU	Zambia National Farmers' Union
ZRA	Zambia Revenue Authority

INTRODUCTION

Nathan Associates Inc was awarded a contract in late 2000 to manage the United States Agency for International Development (USAID) project known as the Zambia Trade and Investment Enhancement Activity (ZAMTIE). To assist Nathan there are four sub-contractors – Independent Management Consulting Services Ltd; Aurora Associates International, Inc; Cargill Technical Services; and JE Austin Associates, Inc. The goal of the project, as its name suggests, is to stimulate trade and investment. In doing this it is believed that the project will assist USAID in achieving its first strategic objective (SO1), that is, to increase rural incomes of selected groups. Under its goal, ZAMTIE has three objectives. These are (1) to reduce barriers to trade and investment, (2) to build capacity in public and private sector organizations to facilitate economic growth and reduce poverty and (3) to foster linkages to optimise rural income-generating investment and trade opportunities between and among producers, suppliers, processors, traders, service providers, and consumers within and outside of Zambia. The project is to focus on agriculture and agrobased business, natural resources and tourism.

This is the project's second annual report. It covers the period of 1 December 2001 through 30 November 2002.

PROJECT MANAGEMENT

The ZAMTIE activity is managed by a Chief of Party (COP), Dr Ron Black. Within USAID's Office for Agriculture and the Private Sector, headed by Ms Helen Gunther, Dr Black reported to the project's Cognizant Technical Officer (CTO), Ms Susan Gale, the Private Sector Manager, until she departed post in August 2002, at which time he began to report to Ms Matilda Chibale, Private Sector Specialist. The Contracting Officer for ZAMTIE is Ms Karin Kolstrom based at the USAID Regional Center for Southern Africa (RCSA) in Gaborone, Botswana.

The project had three senior staff during the year – Ms Dorothy Tembo, Trade and Investment Adviser, and Mr Trevor Simumba, Private Sector Development Specialist, and Dr Silane Mwenechanya, Business Forum Coordinator. They were responsible for activities in their respective areas for pursuing the project's three objectives – reducing barriers, building capacity and fostering linkages. In addition, Ms Chishimba Soko served as a research assistant; Mr Restone Chila, as Accountant/Administrator, handled the project's financial and administrative matters; and Ms Beatrice Mwanamuchende, Executive Officer, managed the project office plus carried out some information outreach activities. Mr Sunday Chimbanka, Mr Wellington Kasema and Mr Andrew Mwambinga were respectively Driver/Orderly and Driver/Office Assistant and Office Assistant for the project. During the year, the project used the following consultants: Dr Cliff Barton, e-commerce; Mr Rodrick Chibuye, information technology; Mr Vicus Haasbroback, investment tracking system; Ms Eva N Mukunya, investment

website; Dr Peter Gregory; biotechnology; Mr Lovemore Simwanda, biotechnology and management; Dr LD Nyirenda, electricity tariffs; Ms Corine Quartermann, tourism; Mr James Kenworthy, WTO/GATT and investment; Mr Michael Blakeley, exports to the USA; Mr Gordon Murray, taxes; Mr Martin Webber and Mr Julu Simuule, business association management; Mr Joop A de Voest, cotton through apparel industries; and WCE Holman, bank interest rates.

HIGHLIGHTS OF PROJECT ACTIVITIES

At the inception of the project, USAID agreed with ZAMTIE that the probability of obtaining desired projects results would be enhanced if the project were demand driven. This – client demand -- has subsequently been the driving force shaping the project. During the second year, this approach has continued to lead to successes. Some of the highlights were:

- Assisted the government in preparing and obtaining approval for the AGOA visa regulations and implementation system. As a result of having this system in place Swarp Spinning Mills Plc exported \$ 7,905,283 worth of yarn to Botswana, Mauritius and South Africa for producing garments for the AGOA market up to 30 November 2002. There have been other companies obtaining smaller orders of yarn and garments as a result of the AGOA visa system being in place.
- Conducted AGOA promotion workshops in Lusaka, Kabwe, Ndola and Livingstone followed by the publication of the workshop proceedings¹, and published the results of *Zambia Export Products Research Study to Assess US AGOA Import Regulatory Requirements*² and jointly with the Ministry of Commerce Trade and Industry the *AGOA Information Booklet*³.
- Pest Risk Assessments and product approvals have been a major hindrance to access to the AGOA market for Zambian agriproduce. The project has continued facilitating communication with the relevant US authorities on the nine Zambian vegetable export permit requests made some years back. Due to the awareness efforts of ZAMTIE and others, the US Government is now making efforts to resolve the problem which is likely to be a subject of discussion at the January 2003 AGOA Trade Forum in Mauritius. In addition, ZAMTIE assisted the Zambian Government with the publication of an official Zambian pest list.

¹ Trevor Simumba and Bwalya Penza, Editors, *US Market Opportunities and AGOA Workshop Report*, April 2002. Attachment 1 contains a list of all ZAMTIE reports prepared during the year.

² Michael Blakeley, *Zambian Export Products Research Study to Assess US AGOA Import Regulatory Requirements*, May 2002.

³ The Ministry of Commerce Trade and Industry and the Zambia Trade and Investment Enhancement Project (ZAMTIE), *AGOA Information Booklet*, Undated.

- Published and distributed *Trade and Investment Opportunities in Agriculture*⁴.
- Funded the development of an investment tracking system and a website for the Zambia Investment Centre (ZIC).
- Assisted the Zambia National Farmers Union (ZNFU) in reaching a consensus on a policy toward the introduction of genetically modified organisms in Zambia.
- Published and distributed *Zambia ECommerce Assessment*⁵, which received major attention from the national media.
- Published and distributed *Stimulating Growth of Trade and Investment in Zambia's Cotton to Apparel Pipeline*⁶ which resulted in a visit by a potential investment venture interested in establishing an integrated textile mill with garment factories in Zambia – a possible \$ 35 to 50 million venture.
- Consolidated the formation and activation of the Business Forum, which has begun to have an impact on national economic policy. For example, the Zambia Revenue Authority (ZRA) accepted a Forum recommendation that it retain VAT revenue to use for VAT refunds instead of sending all revenue to the Treasury and waiting for funds to be returned to use for VAT refunds. Some VAT refunds were as much as a year late and three months was common. Since the Forum's recommendation was accepted and an account has been set up with in the Bank of Zambia, VAT refund backlogs are being brought down and money is being used in the economy rather than sitting in the Treasury.
- Assisted the Ministry of Commerce, Trade and Industry with the technical input into the drafting of a national legislation on safeguards, which has been approved by Cabinet and is now awaiting Parliament's approval.
- Assisted the Government with technical support in the preparation for Zambia's Second World Trade Organization (WTO) Trade Policy Review and participated in subsequent meetings in Geneva.
- In October 2002, the project in conjunction with UNCTAD facilitated the first national workshop on the WTO General Agreement on Trade in Services (GATS). The workshop, organised by MCTI, brought together many of the stakeholders in this sector. The objectives were to create awareness on the GATS, form a national working group that would

⁴ John C Keyser, Terry Heslop and James Abel, *Trade and Investment Opportunities in Agriculture*, December 2001.

⁵ Cliff Barton, *Zambia E-Commerce Assessment*, March 2002.

⁶ Joop A de Voest and Heinrich Schultz, *Stimulating Growth of Trade and Investment in Zambia's Cotton to Apparel Pipeline*, September 2002.

analyse requests that had been received by the country from other WTO member states and prepare the initial requests and offers that Zambia would make to other member states.

- Continued to provide the Southern African Development Community (SADC) technical support and participation in the negotiations on the Trade Protocol. One achievement was putting in place rules of origin for copper cables that provides the Zambia Metal Fabricators Ltd (ZAMEFA), by their estimate, an additional monthly export of 150 MT of cables to South Africa with a value of \$500,000 – or \$ 6 million per annum.
- Continued to provide MCTI technical support in the preparation of a national position for the Common Market for Eastern and Southern Africa (COMESA) negotiations on the common external tariff (CET) due in 2004.
- Mozambique submitted a proposed Zambia/Mozambique Bilateral Trade Agreement to the Zambian Authorities. When concluded, this Agreement will provide market access on selected products at preferential rates beyond what is currently prevailing under SADC. This will be an interim arrangement until the SADC Trade Agreement is fully implemented with substantially all products trading duty free. The project assisted MCTI to analyse the proposal and provides a basis for the Government negotiating position once the dates for discussion are set.
- The project is assisting Zambia with technical expertise in the preparations for the negotiations of a bilateral Trade Agreement with the Democratic Republic of Congo (DRC). The conclusion of this agreement will provide increased market access for Zambian products into the DRC especially for agricultural products. This also provides opportunities for the Copperbelt once the diversification program has taken off.

REDUCING BARRIERS TO TRADE AND INVESTMENT

Demand for ZAMTIE support in response to emerging trade and investment problems, opportunities and issues grew throughout the year. The project contributed to an increase in dialogue between the public and private sectors. Table 1 provides a list of issues, ZAMTIE responses and results to date.

Table 1. ZAMTIE's Response to Trade and Investment Problems, Opportunities and Issues and Concomitant Results

Problems/ Opportunities/Issues	ZAMTIE Response	Results
1. Imported products from Zimbabwe threatening local industry.	1. ZAMTIE brought a consultant to Zambia who analysed trade remedy possibilities	1. A paper on trade remedy options for Zambia under COMESA, SADC and WTO was produced and submitted to Government who utilised it in their consultations with various stakeholders. ⁷
2. Requirement for safeguard legislation.	2. ZAMTIE assisted the Ministry with technical input in the drafting of safeguard legislation.	2. The Safeguard legislation has since been passed by Cabinet and is awaiting Parliament's approval to enact.
3. The Zambia Association of Manufacturers (ZAM) and MCTI requested ZAMTIE to assist with a study of traders bringing industry threatening products across the boarder.	3. The project facilitated a study/ fact-finding mission to Zimbabwe on selected products identified by ZAM.	3. A report of the findings and recommendations of the team was presented to MCTI ⁸ . This has been an input to discussions/ consultations taking place with Zimbabwe.
Proposed Zambia/ Mozambique bilateral trade agreement	The project assisted MCTI with the analysis of the proposed trade agreement submitted by the Government of Mozambique	Government of Zambia on the basis of the analysis provided has agreed to negotiate a bilateral agreement with Mozambique
Zambia/ DRC proposed	ZAMTIE is providing	MCTI has submitted an

⁷ James Kenworthy, Trade Remedy Possibilities for Zambia, March 2002

⁸ Trevor Simumba, Mukela Mutukwa and Trevor Sichombo, *Report on the Zimbabwe Study Mission on Unfair Trade Practices*, July 2002.

bilateral trade agreement	technical assistance in the analysis and identification of products with export potential in the DRC market	initial draft agreement to the Ministry of Foreign Affairs to request the Congolese to set a date for the negotiations
Zambia/ Namibia Trade Relations	As a follow up to meetings held at both political and senior government officials levels, the project is assisting MCTI with the identification of possible areas of collaboration with Namibia	Consultations are still ongoing
SADC Trade Sector Meetings and Trade Protocol negotiations -- Namibia meetings of July 2002	The project provided technical support in the preparatory meetings and participated in the negotiations	<p>A national negotiating position was produced.</p> <p>An agreement on rules of origin for copper cables was attained, which will result in increased exports to RSA amounting to \$6 million per annum.</p> <p>Capacity building for MCTI, MFNP and ZRA staff in negotiating skills.</p> <p>A Zambian position for the senior officials and ministerial meetings on the activities of the sector.</p>
SADC Trade Protocol negotiations -- Zimbabwe meetings December 2002	Assisted MCTI with the preparatory meetings for the Trade Negotiating Forum (TNF) meetings to be held mid-December 2002	A national position on various agenda issues including those out standings in the Trade Protocol negotiations. Notable is the enhanced market access for textiles and clothing products being offered by SACU in their accelerated tariff offer, which if agreed to will provide

		immense opportunities in this sector for Zambia. This is in addition to a review of the current quotas available under the MMTZ arrangement.
Access of Zambian agricultural produce into the US market faces difficult non-tariff barriers. Of particular concern are pest risk assessments (PRAs) approvals by the US authorities. The non-availability of an official Zambian pest list has reportedly been an impediment to the process. To this effect, the National Coordinator of Plant, Quarantine and Phytosanitary Services of Zambia requested ZAMTIE to assist with the publication of the said list.	During the course of the year, ZAMTIE has continued to communicate with the US Department of Agriculture (USDA) and the Animal, Plant and Health Inspection Service (APHIS) representatives in the USA, Lusaka and Pretoria in an attempt to clarify the status of the application for nine vegetables.	<p>1. Though PRAs have yet to be obtained, the project has ensured that this issue has remained high on the agenda. Currently the matter, which has also been recognised at a regional level, is being considered at high political and administrative levels.</p> <p>2. The project facilitated the publication of a Zambian pest list that has been distributed to various stakeholders.</p> <p>3. Capacity building on PRAs was supported in both the public and private sectors.</p>
Interim National Development Plan	The project assisted MCTI with the preparation of a draft trade sector for inclusion in the Development Plan	Draft submitted for MFNP's consideration
Public/private sector dialogue	ZAMTIE provided resource persons for a ZENA workshop on multilateral and regional trade negotiations	The workshop resolved that a public/private sector high level forum be constituted to harmonise the views/positions of the various private sector fora on trade issues. In this regard, a task force where ZAMTIE was coopted as a member was constituted to realise the formation of

		<p>a high-level public/private sector forum. ZAMTIE has provided technical support to this task force as well as the provision of various papers used in discussions, meetings and consultations with stakeholders such as MCTI, MFNP and private sector groups.</p>
<p>World Trade Organization -- Trade in Services negotiations. There is a serious lack of capacity and preparation for these negotiations, which are already in progress. Zambia has not prepared itself with respect to requests from other countries or prepared a position on requests to others.</p>	<p>The project in conjunction with UNCTAD facilitated the first national workshop on Services, which brought together all relevant stakeholders. The main objective was to create awareness on the issue and map out a strategy, which would enable Zambia to participate effectively in the negotiations.</p>	<p>A National Working Group (NWG) was established that has commenced preliminary consultations with the relevant sectors. The first meeting for the NWG is targeted for the end of December 2002.</p>
<p>World Trade Organization, Trade Policy Review</p>	<p>The project provided technical input into the preparations for the trade policy review. Specific assistance was provided in the preparation and verification of information in both the Zambian Government and WTO Secretariat documents, which formed the basis for the discussions. The project also assisted with responses to questions raised by WTO members before and during the</p>	<p>Zambia presented its Trade Policy to WTO members in October 2002</p>

	meetings.	
Energy Regulatory Board instructions to ZESCO to review farmers electricity tariffs. ZAMTIE supported ZNFU in development of a position on rationalizing electricity tariffs for farmers.	A ZAMTIE consultant worked with ZNFU and ZESCO to reach an interim program to reduce electricity tariffs for a pilot group of farmers.	The following special tariff was introduced on a trial basis: 50 percent capacity charge reduction and 20 percent energy charge reduction for ZNFU commercial farmers who plant a minimum of 30 hectares and ZNFU small-scale farmers who grow five hectares of irrigated maize and conduct 30 percent of the irrigation at night to coincide with the national off-peak electricity usage period.
1. Lack of a ZNFU policy with respect to the introduction of genetically modified organisms (GMOs) into the country.	1. ZAMTIE brought in an internationally recognized biotechnologist who worked with a local biotechnology consultant to dialogue with various interests within ZNFU.	1. A ZNFU Council Meeting unanimously approved moving forward with the introduction of GMOs on the basis of the approach recommended by ZAMTIE.
2. Lack of national biotechnology and biosafety guidelines.	2. ZAMTIE was asked to provide comments and suggestions with respect to a draft of national guidelines. This was done with the assistance of our biotechnology consultant.	2. The ZAMTIE biotechnology and biosafety report prepared for ZNFU and containing comments on the <i>Biotechnology and Biosafety Guidelines</i> was published and distributed ⁹ . A look at a subsequent version of the national guidelines suggests that the ZAMTIE recommendations were not accepted.

⁹ Peter Gregory and Lovemore Simwanda, *Agricultural Biotechnology and Biosafety in Zambia*, June 2002.

<p>The US government has offered the people of Zambia a gift of maize that contains some genetically modified product to avert a famine that threatens to affect two million plus people. The Zambian government has turned down the offer. The resistance to genetically modified foods could have significant implications for trade.</p>	<p>ZAMTIE briefed the USAID Assistant Administrator on the debate going on in Zambia over genetically modified organisms (GMOs) when he came to Zambia to offer the gift of maize containing GMOs. There was also an opportunity to brief the team of the Administrator of USAID on some of the budgetary-inflationary implications of Zambia's not accepting the US gift. The Economic Advisor to the President was also briefed on the issue as a part of a dialogue with the Business Forum. The project organized and supported a tour in the USA and South Africa by a team of Zambian scientists and officials to assess the risks associated with the consumption of GM products.</p>	<p>On their return to Zambia, the team of Zambian scientists and officials recommended against accepting the US gift of food.</p>
<p>Lack of coherent policy and strategy to stimulate the growth of information and communication technology (ICT) in the country.</p>	<p>ZAMTIE brought an information and communications expert to Zambia to assess the state of development and use of ICT in business, to examine the policies and legal framework and to suggest a way forward.</p>	<p>The ZAMTIE e-commerce report was published, distributed and received wide media coverage.</p>

Need for policy and legislative reform to facilitate the invigoration of Zambia's gemstone mining and processing sector	ZAMTIE commissioned a study to point to policy and administrative barriers to an invigorated Zambian gemstone mining and processing sector	A draft report has been submitted to ZAMTIE and is now under review
Short term tax issues identified through the Business Forum	<p>ZAMTIE engaged a consultant to assist the Business Forum with articulation of short-term tax issues and concerns. They included: income, customs and excise taxes and VAT issues.</p> <p>Altogether 35 issues of concern were identified.</p> <p>Representations were made to: ZRA, the 2003 Budget Task Force, the MCTI Director of Trade and the President's Economic Advisor. Meetings were also held with the IMF Resident Representative.</p>	<p>As a result of the Forum's representation, ZRA introduced an improved and timely procedure for VAT refunds. The business community had considered slow VAT refunds as a major retardant to the economy.</p> <p>The results of representations to the 2003 Budget Task Force will only be known when the national budget is announced and published.</p>
Long term tax reform	ZAMTIE engaged a consultant to draw-up a TOR for a major tax reform study. This has been presented to major donors including USAID, the World Bank and DFID as well as to the IMF. This has led to some	TOR is ready for discussion with the Zambian Government.

	modifications in the TOR.	
<p>Macro-economic stabilization constraints identified by the Business Forum were:</p> <p>1. Excessively high interest rates, high inflation and forex instability</p> <p>2. Excessive public sector borrowing from local banks is a major cause of high bank interest rates. The debt serving domestic borrowing is in excess of the service on the country's foreign debt.</p>	<p>1. ZAMTIE facilitated a meeting between the Business Forum and the Governor and his team at the Bank of Zambia. The purpose of the meeting was to introduce the Forum and gain a common understanding of issues.</p> <p>2. Representatives of the Business Forum held meetings with the IMF Resident Representative and the Economic Advisor to the President on this issue.</p>	<p>1. Meeting with BOZ initiated a process of consultation on achievement of interest rate and inflation targets.</p> <p>2. The Forum is supporting measures for tax reform and generally greater accountability and transparency in public expenditures to bring public sector borrowing within limits set in the national budget.</p> <p>ZAMTIE has commissioned a study to identify possible short-term remedies for bringing down interest rates.</p>
The Bank of Zambia drafted a statutory instrument (SI) to make the use of any currency other than kwacha in domestic transactions a criminal offence. This caused great anxiety within the business community and a significant movement of funds off shore.	The Business Forum took up the issue with the Bank of Zambia and the Minister for Finance. It was proposed that the Forum draft a voluntary code of conduct to help eliminate the flagrant use of dollars in domestic commerce.	A temporary halt to the signing of the SI has been secured. The Minister for Finance has written a letter to the Forum supporting the voluntary code approach.
The Forum identified a	The Forum is	The Forum submitted

proposed amendment to the <i>Zambia Investment Act</i> as a potential disincentive for investment.	<p>facilitating the generation of a collective private-sector response. It has held consultations with the Acting Executive Director of the Investment Centre.</p> <p>Through Nathan Associates Headquarters, it has obtained examples of global legislative practices in the area of investment promotion.</p>	its initial set of recommendations.
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Zambia/Zimbabwe Trade Dispute

During the course of this year, ZAMTIE continued providing support towards resolving the problem created by a sudden influx of Zimbabwean imports resulting from the parallel exchange rate in Zimbabwe. Zambian industry, through ZAM, expressed concern over this influx of products and requested the project to assist with studies that would help government in identifying appropriate trade remedy measures.

The project responded initially with the provision of a consultant who analysed trade remedy possibilities for Zambia taking into account the various trading arrangements that Zambia is party to. In addition, the project facilitated a study/fact-finding mission to Zimbabwe comprised of officials from MCTI and ZRA, and a ZAMTIE staff member. The study produced recommendations for consideration by Zambian authorities. Though Government decided to impose a measure not recommended in the report, ie a ban on selected products, the authorities have continued to utilise the two documents to assist with providing guidance in the continued consultations between the two countries. In addition, the trade remedy options paper has enhanced awareness and the need to develop national safeguard legislation, which ZAMTIE assisted in drafting and which is now awaiting Parliament's approval.

In addition to the above ZAMTIE provided the services of the ZAMTIE Trade Advisor to work with the Ministry in the preparation of, and participation in, consultative meetings between the two countries.

SADC

With respect to SADC, a number of areas remain to be negotiated some of these being, rules of origin on selected products such as wheat flour and its

products, motor vehicles, electrical machinery and equipment. The project has been assisting with the preparation of negotiating positions in this respect. For example, SADC senior officials and trade ministers met in July/August 2002 in Namibia to, among others, continue negotiating on outstanding issues in the SADC Trade Protocol. Major issues that were being considered included chapter specific rules of origin. ZAMTIE provided technical input in the preparations and participated in the meetings. Agreement on some of the rules of origin was attained which will subsequently provide greater market access for Zambian products. Of significance is the agreement on the rules for copper cables, which will provide an estimated market into SACU for ZAMEFA valued at US \$6 million per annum.

The negotiations also resulted in SACU tabling an improved and accelerated tariff offer for textiles and clothing, which, if approved, will eliminate quota restrictions currently in place under the special arrangement between SACU and Malawi, Mozambique, Tanzania and Zambia (MMTZ). Subsequently, ZAMTIE has been providing technical support to MCTI to prepare for upcoming negotiations on textiles and clothing at the December 2002 Textile and Clothing Committee (TCC) Meeting to be followed by the Trade Negotiating Forum (TNF). The project hopes to achieve the following:

- Increased quotas for Zambia in the current special MMTZ/Southern African Customs Union (SACU) textiles and clothing arrangement
- Enhanced and accelerated overall market access for all products in the SACU textile and clothing tariff offer

COMESA

ZAMTIE has continued to provide the Government support in the preparatory work for the negotiations on the Common External Tariff (CET) due to be launched in 2004.

Zambia/Mozambique and Zambia/DRC Proposed Bilateral Trade Agreements

In addition, the project has been assisting MCTI with exploring other avenues on enhancement of market access either within existing trading arrangements or new ones. With regard to this, ZAMTIE has been actively involved in assisting MCTI in identifying countries with whom bilateral trade negotiations can be pursued and the products of export interest to Zambia that must be accorded preferential treatment. Examples of this are bilateral trade agreements proposed to Mozambique and DRC.

World Trade Organization

The WTO has been a very active area for MCTI activities with the ongoing and upcoming negotiations in trade in services, agriculture and other areas. ZAMTIE is providing support in the preparation of national negotiating positions on these various issues. Notable is ZAMTIE's facilitation of the first

national workshop on services, in October 2002, which brought together all major stakeholders with a view of mapping out a strategy for approaching the negotiations on services both at multilateral and regional levels. A national working group (NWG) was constituted and will holding the first meeting before the end of 2002. Meanwhile, sectoral consultations are already in process with a view of having a second consultative meeting in January 2003.

In addition, MCTI was assisted with ZAMTIE technical support in the preparation for, and the conduct of, Zambia's Trade Policy Review, held from 23 through 25 October 2002 in Geneva, Switzerland.

Electricity Tariff for Farmers

The ZAMTIE electricity tariffs consultant worked with the Zambia National Farmers Union (ZNFU) and the Zambia Electricity Supply Corporation (ZESCO) to develop a plan for implementing one component of the proposed ZAMTIE-ZNFU tariff structure built around conservation and quality service. The component agreed to was a tariff reduction for off-peak use of electricity in the irrigation of maize, which now is in short supply within the country. The following special tariff was introduced on a one-year trial basis starting 1 July 2002: 50 percent capacity charge reduction and 20 percent energy charge reduction for ZNFU commercial farmers who plant a minimum of 30 hectares and ZNFU small-scale farmers who grow five hectares of irrigated maize. Both must conduct at least 30 percent of the irrigation at night to coincide with the national off-peak electricity usage period.

The US Market for Agricultural Produce

Access of Zambian agricultural produce to the US market faces difficult non-tariff barriers. A major one is the pest risk assessment (PRA). The project has, since early 2001, been trying to assist Zambia in presenting its case to the US Department of Agriculture (USDA) and other high level officials who may be able to facilitate the process. Last year a draft PRA was completed for asparagus and this year another draft was prepared for baby carrots. After receiving copies of the draft PRAs, however, the project was unable to obtain information from the Animal and Plant Health Inspection Service (APHIS) on any further progress or the status of these PRAs due to a reorganization that was taking place in APHIS.

In September, ZAMTIE supported a representative from the agriproduce sector to accompany the Secretary General of COMESA on a trip to the USA during which they pursued the PRA issue at high levels within the US Government including the Secretary of Agriculture, the Administrator of APHIS, the US Trade Representative, relevant Senators and Congressmen and subsequently the Secretary of State. Also during this period, the issue was taken up by the US Embassy with US Department of Agriculture and the Secretary of State. The President of Zambia likewise addressed the issue at a COMESA meeting in November. In preparation for the AGOA Forum in Mauritius, the US Embassy advised the State Department that this issue was

likely to be brought to the attention of the President of the United States at the Forum.

One impediment that representatives of USDA's Animal and Plant Health Inspection Service (APHIS) have pointed to is the need for Zambia to have a published pest list. To help fill that gap, ZAMTIE published the pest list of the Entomology Team of the Plant Protection and Quarantine Division of the Soils and Crops Research Branch of Zambia's Ministry of Agriculture and Co-operatives in September¹⁰.

Biotechnology and Biosafety

At the request of ZNFU, ZAMTIE brought and internationally recognized biotechnologist into the country to dialogue with various interests within ZNFU. A ZNFU Council Meeting unanimously approved moving forward with the introduction of GMOs on the basis of the approach recommended by ZAMTIE.

Based on this dialogue and recommended approach, ZAMTIE prepared a draft report on biotechnology and biosafety. Publication was held up because ZNFU wished the ZAMTIE biotechnology consultant to comment on a biotechnology and biosafety policy that was being prepared by the Ministry of Science and Technology. This was produced during the third quarter and ZAMTIE provided its comments and suggestions as part of its published report, *Biotechnology and Biosafety Guidelines*. The report was also distributed during the quarter.

The US government offered the people of Zambia a gift of maize containing some genetically modified (GM) product to avert a famine – which reportedly threatens to affect two million plus people. The Zambian government turned down the offer. As the resistance to genetically modified foods could have significant implications for trade, ZAMTIE, at the request of USAID and the US Embassy, organized and supported a tour in the USA and South Africa by a team of Zambian scientists and officials to assess the risks associated with the consumption of GM products. On the team's return to Zambia it advised the government to maintain its position.

Information and Communications Technology (ICT)

The lack of a coherent and investment friendly ICT policy and strategy is inhibiting the growth of ICT in the country. Based on a ZAMTIE *E-Commerce Assessment*, the project conducted a dialogue with stakeholders and particularly with the Zambia Chamber of Commerce and Industry (ZACCI), which has expressed an interest in setting up an ICT Committee. The e-commerce report received media attention throughout much of the year.

¹⁰ J Mukuka, AJ Sumani and A Chalabesa, *Agricultural Field Insect Pests of Zambia and Their Management*, September 2002.

A Gemstone Mining and Processing Strategy

To help establish a way forward for the gemstone sector a policy and strategy paper was commissioned that is aimed at addressing the deficiencies in the current situation. A draft has been submitted to ZAMTIE.

The Business Forum

During the year there was a considerable increase in Business Forum activity resulting from bringing on board a Forum Coordinator. Issues addressed were related to tax, microeconomic stabilization, the use of kwacha as a sole method of quoting the prices of goods and services, high bank interest rates and a proposed amendment to the *Zambia Investment Act*.

- To address short-term tax issues identified through the Forum as being amenable to relatively fast resolution, ZAMTIE engaged a tax consultant to assist with the crystallization of these issues and concerns. They were categorized as (1) general, (2) income tax, (3) customs and excise and (4) VAT. Altogether, 35 issues were identified. The issues were further classified as administrative for Zambia Revenue Authority (ZRA) action or policy and legal for reference to the 2003 Budget Task Force. Representations were made to (1) ZRA, (2) 2003 Budget Task Force, (3) MCTI Director of Trade, (4) the Economic Advisor to the President and (5) the IMF Resident Representative. One major achievement from this effort resulted when the Zambia Revenue Authority (ZRA) accepted the Forum recommendation that it retain VAT revenue to use for VAT refunds instead of sending all revenue to the Treasury and waiting for funds to be returned to use for VAT refunds. Some VAT refunds were as much as a year late and three months was common. Since the Forum's recommendation was accepted and an account has been set up with in the Bank of Zambia, VAT refund backlogs are being brought down and money is being used in the economy rather than sitting in the Treasury.
- A short study was undertaken to draw up terms of reference for a major tax study aimed at designing a tax structure, policy and administration that will enhance investment and economic growth. The terms of reference (TOR) – *Proposed Study for Review and Harmonisation of the Tax Structure, Policy and Administration in Zambia to Enhance Investment, Diversification and Economic Growth* -- was prepared and the Forum has reviewed this with the IMF and World Bank Resident Representatives.
- The Forum identified several macroeconomic stabilization constraints. They included (1) high inflation leading to high interest rates and a rapidly depreciating kwacha and (2) excessive public sector borrowing which contributes to high inflation. ZAMTIE facilitated meetings with the Governor of the Bank of Zambia, the President's Economic Advisor and the IMF Resident Representative to discuss these issues. The Forum has proposed that Parliament set limits on public sector

borrowing and that the administration should adhere to levels of expenditure set in the budget. ZAMTIE commissioned a short study of possible approaches to bringing down high bank interest rates.

- The Bank of Zambia drafted a statutory instrument (SI) to make the use of any currency other than kwacha in domestic transactions a criminal offence. This caused great anxiety within the Forum and the business community in general. A significant movement of funds off shore took place. The Business Forum took up the issue with the Bank of Zambia and the Minister for Finance. It was proposed that the Forum draft a voluntary code of conduct to help eliminate the flagrant use of dollars in domestic commerce. Forum Members argued that forcing companies to make all of their transactions for goods and services in kwacha could have unexpected affects. One example noted is that it is likely that companies, which import a major portion of their inputs, will hedge against depreciation of the kwacha by providing unusually high quotes. This would spur inflation as well as make Zambian companies less competitive when compared to offshore entities. Through meetings with the Bank of Zambia and the Minister of Finance at which the Forum proposed its voluntary code, a temporary halt to the signing of the SI has been secured. The Minister for Finance has written a letter to the Forum supporting the voluntary code approach.
- The Forum is also concerned about a draft amendment to the *Zambia Investment Act*. ZAMTIE has facilitated the generation of a collective private sector response through the Business Forum. It has held direct consultations with the Acting Executive Director. Through Nathan Associates Headquarters, ZAMTIE has obtained examples of “best practice” global legislation in the area of investment promotion. The Forum has submitted its initial set of recommendations and it is expected that the process of consultation will intensify during the coming year.

Table 2 on the following page provides an overview of the progress toward achieving milestones related to the project component “reducing barriers to trade and investment”. As may be seen, the project achieved or bettered all of the second year targets for this project component.¹¹

¹¹ See Attachment 2 for more detailed information on milestone achievements.

Table 2: Milestones – Reducing the Barriers to Trade and Investment

Milestone	Year 1 Targets	Year 1 Accomplish- Ments	Year 2 Targets	Year 2 Accomplish- ments	Year 1 & 2 Targets	Total Accomplished	Comments
1. Trade and investment barriers identified (action plans drawn up for implementation)	5	6	8	11	13	19	146 %
2. Studies undertaken by ZAMTIE (whether or not business associations participated)	4	4	5	11	9	15	167 %
3. Additional NBCA and PBA hearings held as a direct result of ZAMTIE	5	13	6	8	11	21	191 %
4. Percentage of women attending hearings	20	21	22	22	42	43	102 %
5. Newspaper articles written on issues outlined by ZAMTIE	5	5	6	9	11	14	127 %
6. Laws, regulations, policies disseminated to large audience	2	2	2	6	4	8	200 %

CAPACITY BUILDING

The targets for ZAMTIE's capacity building activities are ministries concerned with trade and investment, trade and investment service centers, business chambers and associations and private companies involved in trade and investment. Table 3 lists capacity building support provided during the current project year.

Table 3. ZAMTIE Capacity Building Activities During the Year

Event	Recipient	Results
Strengthening the Business Forum	The country's business and commercial community	A Business Forum Coordinator was hired and Forum activities began to develop rapidly. Efforts have been initiated to register the Forum. Important crosscutting issues are being discussed and researched leading to Forum positions and papers. Meetings were held with a growing number of government officials and are being well received.
Management audits	The Livingstone Tourism Association (LTA), the Kabwe Chamber of Commerce and Industry (KaCCI), the Kabwe District Business Association (KaDBA) and the Eastern Province Chamber of Commerce and Industry (EPCCI)	At the request of the recipient organizations, ZAMTIE conducted management audits of the organizations. After reports were prepared they were presented at roundtables held with each association. In each case a plan of action resulted for strengthening the organization.
Establishment of the Agricultural Trade Forum	ZNFU and MCTI	At the request of ZNFU, ZAMTIE provided support for launching the Agricultural Trade Forum
ZAMTIE effort to facilitate organization of the gemstone mining and processing sector	Various Zambian gemstone associations	The concept of an umbrella organization was originally endorsed and a draft

		constitution was prepared but subsequently was unable to gain the support of leaders of two of the more important gemstone associations.
Visit with Manager of Medical Services for Konkola Copper Mines (KCM) earlier this year	USAID's HIV/AIDS and Orphans Working (HOW) Group	A report was prepared on the cost of HIV/AIDS and its prevention and response program to KCM. This was forwarded to HOW.
On the job training while conducting the Zimbabwe trade study	MCTI and ZRA staff	During the study the MCTI and ZRA participants were exposed to the analysis of trade statistics and to the procedures of the WTO dispute resolution process. Further, their capacity to understand the mechanism of developing a case of unfair trade against another country was enhanced through the study.
Training of MCTI middle management	MCTI	Considerable effort was expended on training middle management at MCTI – focusing on economist and senior economist levels. This involved guidance on preparation of national negotiating positions for SADC and COMESA; training sessions on negotiations; training on preparation and presentation of technical briefings for senior officials; preparation of Cabinet Memorandums; analysis of various trade issues such as trade remedy options.

The Business Forum

Early in the year a Business Forum Coordinator was selected but became ill before he could take up his post. After a period, a second search took place and around mid-year a Forum Coordinator was hired. From this point, the Forum's activities began to develop rapidly. Efforts are being made to register the Forum. Important crosscutting issues have been identified, discussed and researched leading to Forum positions and papers. Meetings were held with a growing number of government officials and the Forum is being well received.

Regional Business Associations

Four regional business service organizations – the Livingstone Tourism Association (LTA), the Kabwe Chamber of Commerce and Industry (KaCCI), the Kabwe District Business Association (KaDBA) and the Eastern Province Chamber of Commerce and Industry (EPCCI) – requested support from ZAMTIE to conduct management audits aimed at identifying approaches to further building their membership and strengthening their financial position. The management audits were conducted in August and September. A report on each audit was prepared and roundtable discussions were held at each organization in November. Action plans resulted from all of the roundtables. Other donor projects, which participated in roundtables, were the Zambia Chamber of Small and Medium Business Associations, (ZCSMBA), the European Union (EU) Private Sector Development Project, CLUSA-Chipata, and the International Executive Service Corps (IESC)-Livingstone.

The Agricultural Trade Forum

ZNFU requested ZAMTIE's support in the formation of an Agricultural Trade Forum, which would consist of representatives of MCTI and ZNFU. With ZAMTIE support, this was launched in July. The objective of the Forum is to create a mechanism for routinely providing private sector input into agricultural trade negotiations.

Organizing the Gemstone Mining and Processing Sector

Zambia is rich in gemstones but for various reasons the economy has not been able to capitalize on this bounty. Early on, the project recognized one problem as being the state of disorganization of the industry. There are a plethora of associations but there is little if any interaction among them. Based on discussions with the Chamber of Mines and representatives of the industry, it was envisioned that the project could provide support by assisting in the formation of a federation of gemstone associations -- possibly associated with the Chamber of Mines. The concept of an umbrella organization was originally endorsed and a draft constitution prepared but leaders of two of the associations then appeared to have second thoughts and the federation floundered.

HIV/AIDS

Earlier in the year, ZAMTIE representatives met with the Manager of Medical Services at Konkola Copper Mines (KCM) concerning a cost study that they had recently completed concerning HIV/AIDS. It was envisioned that this might be of interest to the USAID HIV/AIDS and Orphans Working (HOW) Group and a report summarizing the study was prepared and forwarded to HOW.

Training within Government

Through the *Zimbabwe Trade Dispute Study*, ZAMTIE was able to provide on-the-job training for two staff – from ZRA and MCTI – who participated directly in the study. During the study the team was exposed to the analysis of trade statistics and also to the procedures of the WTO dispute resolution process. Further, their capacity to understand the mechanism of developing a case of unfair trade against another country was enhanced through the study.

Considerable training effort was focused on MCTI's middle management – primarily senior economist and economist positions. This involved among others the following:

- Providing guidance on preparation of national negotiating positions for SADC, COMESA and others.
- Providing practical training sessions on negotiations. Examples include the Zambia/Zimbabwe bilateral discussions and the SADC Trade Negotiating Forum (TNF) negotiations held in Namibia in July and August 2002.
- Training on preparation and presentation of technical briefings for senior officials.
- Preparation of Cabinet Memorandums after attendance of meetings where important decisions have been made that Cabinet has to be informed about and take necessary action if need be.
- Analysis of various trade issues, for example trade remedy options.

Table 4, starting on the next page, provides an overview of the progress toward achieving milestones related to this project component, “capacity building”. As may be seen the project fully achieved or exceeded 15 out of 19 milestones. For the two years of the project, 147 percent -- on the average -- of the targets were achieved.

Table 4: Milestones – Capacity Building

Milestones	Year 1 Targets	Year 1 Accomplished	Year 2 Targets	Year 2 Accomplished	Year 1 & 2 Targets	Total Accomplished	Comments
1. Studies/assessment that NBCAs or PBAs participated in	2	2	3	4	5	6	120 %
2. Percentage of ZAMTIE's level of effort (local and expatriate) undertaken by women	20	33	22	35	42	68	162 %
3. Number of workshop/briefing/training sessions held for ministries	20	25	25	26	45	51	113 %
4. Number of officials at MCTI trained in regional and multilateral agreements	10	19	10	18	20	37	185 %
5. Average number of officials from other key ministries aware and informed of the implications of regional and multilateral trade agreements (MFED)	30	4	20	5	25	5	20 %
6. Average percentage of officials trained at all ministries who are women	25	43	30	31	28	37	132 %
7. Number of private	6	9	10	13	16	22	138 %

sector led workshops							
8. Number of private sector leaders attending private sector led workshops	150	331	250	324	400	655	164 %
9. Percentage of the private sector leaders attending workshops who are from provinces other than Lusaka	25	86	30	66	28	76	271 %
10. Percentage of private sector leaders attending workshops who are women	15	29	17	20	16	25	156 %
11. Percentage of private sector leaders attending workshops held outside of Lusaka who are women	10	28	15	25	13	27	208 %
12. Number of NBCA's, PBAs/local chambers and other private sector support institutions benchmarked	3	3	3	4	6	7	117 %
13. Number of NBCAs/PBAs/local chambers, and private sector support institutions benefiting from an institutional strengthening program	3	3	3	4	6	7	117 %
14. Number of NBCAs/PBAs benefiting	1	0	2	1	3	1	33 %

from computer and equipment on cost-sharing basis							
15. Number of NBCAs/PBAs benefiting from training exercises (aside from trade)	3	8	3	2	6	10	167 %
16. Number of private sector leaders trained (aside from trade)	75	181	75	2	150	183	122 %
17. Percentage of private sector leaders who are trained in subjects other than trade who are from outside of Lusaka	33	99	33	50	33	75	227 %
18. Percentage of private sector leaders trained who are women	30	27	30	50	30	39	130 %
19. Percentage of private leaders trained outside of Lusaka who are women	30	26	30	100	30	63	210 %

FOSTERING LINKAGES

ZAMTIE's efforts to foster linkages to stimulate income-generating investment and trade opportunities between and among producers, suppliers, processors, traders, service providers, and consumers within and outside of Zambia included studies, workshops and other fora, directories, and advice to businesses. Table 5 lists the main activities that ZAMTIE has carried out under this project component during the reporting year.

Table 5. ZAMTIE's Linkage Generation Activities

Activity	Target and Links	Results
Publication of a revised version of the <i>Directory of Financial and Technical Assistance Available in Zambia</i>	The Zambian business community	The <i>Directory</i> received wide distribution. A request was received from ZIC to place the <i>Directory</i> on its website.
Assist ZACCI in the development of a directory of Zambian businesses	Zambian and foreign businesses	A draft directory is being reviewed by ZACCI
A study of trade and investment opportunities in agriculture	Agrobased businesses, agribusiness associations, donor organizations and projects, MAFF, MCTI, EBZ, ZIC, and MFNP	The final report was published and distributed
Workshop on agrobased business opportunities – Chipata	The Eastern Province Chamber of Commerce and Industry, the Chipata DBA and regionally relevant USAID technical assistance programs	Proceedings for the workshop were published and distributed
Following the agrobased investment opportunities workshop, which ZAMTIE supported in Kabwe earlier, ZAMTIE was asked for assistance to develop a linkage between Kabwe based small scale farmers and large commercial retailers of horticulture	Kabwe Horticultural Farmers Cooperative	Facilitated formation of farmers into a group. The group is now registered as a cooperative and has an elected executive committee.
Study of the pipeline from cotton production through to the	Chain of businesses from cotton production through apparel	The report of the study findings was published and distributed and a

production of textiles and apparels with concomitant policies and programs to spur investment and growth. The request for the pipeline study was made by the Textile Producers Association (TPA).	manufacturing	workshop was held to present the results. In the process of conducting the study, the project attracted a major potential investor in textiles and garments. The project facilitated a visit of representatives of the venture. They were shown possible facilities in Livingstone and Kafue. Meetings were arranged with the Minister for Commerce, Trade and Industry; the Executive Director of the Zambia Investment Centre; the Permanent Secretary of MCTI; representatives of the Zambia Privatisation Agency; the Economic Advisor to the President and a number of factories in the pipeline.
Study of the US market for potential Zambia exports	Requested by the Export Board of Zambia for business people interested in the US market	Used as a basis for workshops in Zambia on the subject matter. A report was prepared.
Production of an AGOA information booklet in collaboration with MCTI	Distributed to various private and public sector bodies in Zambia	Increased awareness of opportunities under AGOA
US market opportunities and AGOA promotion workshops held in Lusaka, Kabwe, Ndola and Livingstone	Businessmen and women who might be interested in exporting products to the US market	A number of businesses requested information on US markets, which was supplied. ZAMTIE facilitated one arts and crafts firm to send samples to the US. The project assisted a potential garment investor – Ronnie Parbhoo of Finta Farms Ltd – with technical assistance and contacts with a potential partner.
US market product	EBZ and the private	Briefs are being

briefs	sector	prepared with very specific US market information and intelligence on selected key products. So far, draft market briefs have been prepared for dried and dehydrated vegetables and for vanilla beans.
American and African Business Women's Alliance Conference	Two Zambian business women	The two women generated over ten business contacts
Economic Diversification of the Copperbelt	Copperbelt businesses, investors and potential investors	At the request of the World Bank, ZAMTIE participated in and partially supported the three-day Zambia Donor Community Workshop on Deepening Economic Diversification in Zambia: Towards the Transformation of the Copperbelt. Subsequently, the project was requested by the organizers of the Ndola International Trade Fair to sponsor a half-day follow-up workshop on diversification of the Copperbelt economy. This program was held in conjunction with the Trade Fair and led to the activation of an Economic Diversification Task Force.
Trade Exhibition	Kitwe DBA	In collaboration with ZCSMBA and IESC, the trade exhibition was held in August. The organizing committee concluded that the exhibition was such a success that it should be held annually and a permanent committee has been put in place to

		organize future events.
DR Congo trade mission	Exports and business development	Twenty Zambian companies travelled on the mission. New communication channels between the Federation of Congolese Enterprises and Zambian businesses have been opened.

Business Directories

A revised version of the *Directory of Financial and Technical Assistance Available in Zambia* was published and distributed.

A draft of the ZACCI/ZAMTIE directory of Zambian businesses has been completed. It is now being reviewed by ZACCI and information in the directory is being checked with the included companies.

Agrobased Business

The project conducted a major study and published and distributed the report, *Trade and Investment Opportunities in Agriculture*. It has received recognition as a major reference work for this sector. The project also conducted workshops on trade and investment opportunities in Kabwe and Chipata and workshop reports resulted from each. Following the Kabwe workshop, ZAMTIE was asked for assistance to develop a linkage between Kabwe based small-scale farmers and large commercial retailers of horticulture. The project assisted farmers to organize into a corporative.

The Cotton through Apparel Pipeline

At the request of the Textile Producers Association (TPA), ZAMTIE conducted a study of the pipeline from cotton production through to the manufacture of textiles and apparels. The objective was to define policies and programs to spur investment and growth in the pipeline.

The study findings were presented at a national level seminar and the report was published and distributed. In the process of conducting the study, the project attracted a major investor in textiles and garments – investment levels of \$ 35 to 50 million were mentioned. The project facilitated a visit of representatives of the venture. They were shown possible facilities in Livingstone and Kafue. Meetings were arranged with the Minister for Commerce, Trade and Industry; the Executive Director of the Zambia Investment Centre; the Permanent Secretary of MCTI; representatives of the Zambia Privatisation Agency; the Economic Advisor to the President and a

number of factories in the pipeline. The investors are currently reviewing a feasibility study that compares Zambia with six other potential country sites.

The US and AGOA Market

At the request of EBZ, ZAMTIE conducted a study of the US market for approximately 50 products identified by the Export Board. The report – *Zambia Export Products Research Study to Assess USA AGOA Import Regulatory Requirements* -- provides the following:

- General information on regulations and other statutory requirements that need to be followed before Zambian exporters can access the US market as well as specific information on AGOA requirements. More detailed information is supplied for the 50 products identified by EBZ.
- US regulatory agencies with contact information.
- Information on the level of tariffs charged on the 50 EBZ identified products at AGOA, GSP and normal tariff rates where they are eligible.
- Data on the sources of US imports with an indication of the size of the market for the EBZ selected products.
- Information on US trade associations and companies, which already import from Africa.
- Guidelines on exporting to the US and suggestions on marketing to US firms.

Based on this information and input from a USAID RAPID project AGOA expert, workshops were conducted in Lusaka, Kabwe, Ndola and Livingstone. In addition a round table discussion on AGOA exports was held in Lusaka, at the invitation of MCTI, with selected members of the government's AGOA Steering Committee and other interested stakeholders.

Also based on information in the *Regulatory Requirements* report, MCTI and ZAMTIE prepared and published a booklet on how to access the AGOA market from Zambia. The publication is titled *AGOA Information Booklet* and has received wide distribution.

At the request of the Export Board of Zambia (EBZ), ZAMTIE has initiated market research in the US on approximately a dozen Zambia products, which EBZ and representatives of some of the country's major associations believe have high potential. Draft reports of *Market Study: Dried and Dehydrated Vegetables* and *Market Study: Vanilla Beans* have been prepared and are currently being reviewed.

During the year, the project sponsored two Zambian businesswomen to attend the American and African Business Women's Alliance Conference.

Economic Diversification

At the request of the World Bank, ZAMTIE participated in and partially supported a three-day Zambia Donor Community Workshop on Deepening Economic Diversification in Zambia: Towards the Transformation of the Copperbelt. Subsequently, the project was requested by the organizers of the Ndola International Trade Fair to sponsor a half-day follow-up workshop on diversification of the Copperbelt economy. This program was held in conjunction with the Trade Fair and led to the activation of an Economic Diversification Task Force.

Also supportive of Copperbelt diversification, ZAMTIE, in collaboration with the Zambia Chamber of Small and Medium Business Associations (ZCSMBA) and the International Executive Service Corps (IESC), supported a Kitwe District Business Association Trade Exhibition in August. The organizing committee concluded that the Exhibition was such a success that it should be held annually and a permanent committee was put in place to organize future events.

The project also supported the EBZ in conducting a trade mission to the Democratic Republic of the Congo (DRC). Twenty companies participated in the mission and EBZ reported that it expects \$3 million in exports as a result of the mission.

Table 6 provides an overview of the progress toward achieving milestones related to the project component, “fostering linkages”. While slightly less than half of the milestone targets were fully achieved, if one takes the two years of the project, 111 percent of the targets -- on the average -- were achieved.

Table 6: Milestones – Fostering Linkages

Milestones	Year 1 Targets	Year 2 Accomplished	Year 2 Targets	Year 2 Accomplished	Year 1 & 2 Targets	Total Accomplishments	Comments
1. Growth in number of visitors to EBZ reference centre (library), from base year (2001)	-	-	25	Not applicable (NA)			None of the regional or local business associations or chamber have reference libraries
2. Percentage growth in number of active members above base year (2001) in targeted PBA/local chambers	-	-	5	Information not available			
3. Percentage growth in active members in targeted DBA/local chambers who are women	-	-	5	Information not available			
4. Number of policy issues originating from districts outside of Lusaka	1	1	2	2	3	3	100 %
5. Number of reference libraries in PBAs receiving assistance	1	0	1	NA			
6. Percentage growth in number of visitors to targeted district reference libraries	-	-	50	NA			

7. Number of hits to the ZAMTIE website	-	-	200	-			ZAMTIE is in the process of developing a web site. It will be operational in December 2002.
8. Number of in-country fairs in which ZAMTIE participates	2	1	2	3	4	4	100 %
9. Number of companies benefited by ZAMTIE participation in in-country fairs	25	60	50	76	75	136	181 %
10. Percentage of beneficiaries of in-country fairs who are women	25	20	25	47	25	34	136 %
11. Number of trade missions to third countries	2	2	2	1	4	3	75 %
12. Number of third-country observation tours	2	3	2	1	4	4	100 %
13. Number of participants in third - country observation tours	8	6	7	2	15	8	53 %
14. Percentage of participants in third - country observation tours who are women	30	17	30	100	30	59	197 %
15. Inter-country visits by regional investors, traders, or business people	5	5	5	1	10	6	60 %

16. Number of strategic partnerships developed directly as a result of in-country, and third-country observation tours facilitated	-	-	2	0	2	0	While no strategic linkages have yet developed as a result of the visit of the potential investors, there is still hope that one or more will
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FINANCIAL REPORT (through September 2002)

Contract Cost

The Contract has an estimated cost of US\$ 4,795,761 broken down as Follows:

Contract Line Item Number (CLIN)	Total Estimated Cost
0001 - Services	US\$4,567,391
0001 - Fees	US\$ 228,370

Total contract cost	US\$4,795,761
	=====

Obligated Amount

From the estimated cost above, the amount obligated from the beginning of the Project has been \$ 2,600,000, as can be seen below:

Contract Line Item Number (CLIN)	Obligated Amount
0001 - Services	US\$2,470,000
0002 - Fees	US\$ 130,000

Total	US\$2,600,000
	=====

Obligated Amount Balance

Funded amount (obligated)	US\$2,600,000.00
Cumulated expenditure through September 2002	US\$2,043,466.75

Available funding	US\$ 784,015.04
	=====

Below is the amount spent through September 2002

Total estimated cost	US\$ 4,795,761.00
Cumulative expenditure (through September 2002)	US\$ 2,043,466.75

Remaining unexpended balance	US\$ 2,752,294.25
	=====

Attachment 1

ZAMTIE A USAID Funded Project

List of ZAMTIE Reports: 1 December to 30 November 2002

No.	Document Name	Author	Month/Year
1	ZAMTIE Annual Report – November 2000 through November 2001	ZAMTIE	December 2001
2	Trade & Investment Opportunities in Agriculture	John Keyser, T Heslop & J Abel	December 2001
3	Biotechnology Assessment Study: Inventory of Stakeholders	Lovemore Simwanda & Peter Gregory	February 2002
4	ZAMTIE Quarterly Report – December to Feb 2002	ZAMTIE	March 2002
5	Zambia Investment Guide	Zambia Investment Centre & ZAMTIE	March 2002
6	ZAMTIE Workplan – March 2001 through February 2002	ZAMTIE	March 2002
7	Foreign Direct Investment	Jim Kenworthy	April 2002
8	Trade Remedy Possibilities for Zambia	Jim Kenworthy	April 2002
9	AGOA Workshop Report on U.S Market Opportunities	Trevor & Bwalya Penza	April 2002
10	ZAMTIE Assists ZNFU Make a Stand over Agriculture	Chishimba Shikoki-Soko	May 2002
11	Zambia Export Products Research Study to Assess USA AGOA Import Regulatory Requirements (U.S Export Products Assessment Study)	Mike Blakeley	May 2002
12	Trade Arrangements/Agreements that Zambia Has Committed to	Dorothy Tembo	May 2002
13	AGOA Information Booklet	Ministry of Commerce, Trade & Industry (MCTI) and ZAMTIE	June 2002
14	ZAMTIE Progress Quarterly Report – March to May 2002	ZAMTIE	June 2002
15	Agricultural Biotechnology & Biosafety in Zambia	Peter Gregory & Lovemore Simwanda	June 2002
16	ZAMTIE Progress Quarterly Report – June to August 2002	ZAMTIE	September 2002
17	Zimbabwe Study on Unfair Trade Practices	Trevor Simumba (ZAMTIE), Mukela (Zambia Revenue Authority), & Trevor Sichombo (Ministry of Commerce Trade &	July 2002

		Industry)	
18	Executive Summary for Trade & Investment Opportunities in Zambia's Cotton Through Apparel Industries	Joop A de Voest	September 2002
19	Stimulating Growth of Trade & Investment in Zambia's Cotton To Apparel Pipeline	Joop A de Voest with support of Heinrich Schultz	September 2002
20	ZAMTIE Quarterly Report – June to August 2002	ZAMTIE	September 2002
21	Kabwe Chamber of Commerce & Industry Management Audit	Martin Webber & Julu Simuule	October 2002
22	Kabwe District Business Association Management Audit	Martin Webber & Julu Simuule	October
23	Livingstone Tourism Association Management Audit	Martin Webber & Trevor Simumba	October 2002
24	Eastern Province Chamber of Commerce & Industry Management Audit	Martin Webber & Trevor Simumba	October 2002
25	Summary of Management Audits for 4 Business Associations	Martin Webber, Trevor Simumba & Chishimba Soko	November 2002
26	Market Study on Dried & Dehydrated Vegetables	Mike Blakeley	November 2002
27	Kabwe Chamber of Commerce & Industry Management Audit – Summary of Roundtable Meeting	Martin Webber, Julu Simuule, Trevor Simumba & Chishimba Shikoki-Soko	November 2002
28	Kabwe District Business Association Management Audit – Summary of Roundtable Meeting	Martin Webber, Julu Simuule, Trevor Simumba & Chishimba Shikoki-Soko	November 2002
29	Livingstone Tourism Association Management Audit – Summary of Roundtable Meeting	Martin Webber, Trevor Simumba & Chishimba Shikoki-Soko	November 2002
30	Eastern Province Chamber of Commerce and Industry Management Audit – Summary of Roundtable Meeting	Martin Webber, Trevor Simumba & Chishimba Shikoki-Soko	November 2002
31	Overview of 4 Roundtables Meetings	Martin Webber	November 2002
32	Gemstone Strategy (Draft)	Silane Mwenechanya	November 2002
33	Market Study on Vanilla Beans (Draft)	Mike Blakeley	November 2002

ATTACHMENT 2

ZAMTIE PROJECT MILESTONES

REDUCING BARRIERS TO TRADE AND INVESTMENT

COMPONENT 1: MILESTONE 1 - Trade and Investment barriers Identified (Action Plans drawn up for Implementation)

Trade and Investment Barriers Identified (Describe)	Action Plan – (Description and reference if plan prepared)	Results
AGOA visa system (barrier identified last year – results new) APHIS PRA requirement (barrier identified last year)	Demand driven plan Demand driven plan	Documentation officially approved by USTR and system is operational Although approvals have not yet been obtained ZAMTIE has ensured that this issue has remained high on the agenda and has brought it to the attention of various other stakeholders both at national and regional levels (e.g. COMESA and SADC) to an extent where the matter is now being considered at high levels of both administrations.
Need for safeguard protection (barrier identified last year – new results)	Demand driven plan	Draft legislation approved by Cabinet and awaiting final approval by Parliament to make into Law

Competition from cheap imports from Zimbabwe resulting from the parallel exchange rate in existence	ZAMTIE assisted in producing an options paper on trade remedies and facilitated a fact-finding mission to Zimbabwe. The project also provided the technical support in the negotiations between the two countries	Though the paper did produce the desired results because Government decided to ban importation of certain (14) products from Zimbabwe, the paper assisted with increasing awareness on trade remedy options and the need to put in place national legislation on safeguards
Serious lack of awareness of agreements that Zambia is party to and of the opportunities offered	Awareness campaigns and provision of a write-up of all the agreements in which Zambia is participating	ZAMTIE facilitated and provided technical papers in a number of awareness programs on AGOA, SADC, COMESA and others
Delay in receiving VAT refunds for as much as a year – three months delay being quite common. This means large amounts of funds are not active in the economy.	ZAMTIE/Business Forum met with the Director General of ZRA to describe the problem and to propose that a special account be maintained by ZRA within which to deposit expected amounts needed. This would be in lieu of sending all funds to the Treasury and waiting for the Ministry of Finance to send back the funds needed for the VAT refunds.	ZRA took the issue up with the Ministry of Finance and subsequently implemented the Business Forum's proposed solution by setting up a bank account in the Bank of Zambia.
Tax deductions can not be made on foreign exchange losses	This issue has been discussed with ZRA and a proposal placed before the Budget 2003 Task Force.	Awaiting the post Budget 2003 feedback
Following an un-petitioned decision by the Court, interest on loans began to be disallowed by ZRA	ZAMTIE/Business Forum took this issue up with ZRA	ZRA has agreed to allow interest on loans to be deductible for tax purposes
Some business costs such as petrol,	ZAMTIE/Business Forum has taken	The issue has been referred to the

cars and telecommunications are not allowed as business deductions for VAT purposes ZRA has implemented a policy of requiring that an amount of K 5 million be due before a business can apply for a VAT refund. This is providing small businesses that comply with the VAT system with cash flow problems.	this issue up with ZRA ZAMTIE/Business Forum has taken this issue up with ZRA	2003 Budget Task Force The issue has been referred to the 2003 Budget Task Force
A proposed statutory instrument (SI) to make use of currencies other than the kwacha illegal. This was causing great uncertainty in the business community, an outflow of money from the country, which may have significantly contributed to the rapid depreciation in the kwacha in late October and November.	ZAMTIE/Business Forum held meetings with the Bank of Zambia and the Ministry of Finance to explain the implications of the SI for the economy and propose in its stead a voluntary code of conduct – to eliminate flagrant uses of the dollar in publicly visible transactions – which the business community would support.	For the time being, both the Ministry of Finance and the Bank of Zambia have accepted the Forum's approach.
High bank interest rates inhibiting investment	ZAMTIE/Business Forum has commissioned a study of possible approaches to moderating these rates. The Forum has also made representations to the Economic Advisor to the President and the Resident Representative of IMF that the basic causes of the high interest rates are high government spending and borrowing – particularly from local banks.	The problem is more clearly understood and pressure is increasing for government to lower spending and borrowing.

<p>A proposed amendment to the Investment Act is causing concern within the business community as it is seen as an attempt to move the ZIC away from promoting investment but in the direction of becoming a regulatory and policing agency</p> <p>Rejects and out of style clothing coming into Zambia at duty rates as "second hand clothing" that is hurting the local apparel industry</p>	<p>ZAMTIE/Business Forum has arranged meetings with the Acting Executive Director of ZIC on this issue but has been unable to obtain a copy of the proposed amendment. ZAMTIE has collected information on global successful investment promotion centers and is prepared to provide input if the proposed amendment is made available.</p> <p>This was pointed out in ZAMTIE's "Pipeline" study, it has been discussed with MCTI, ZRA and the 2003 Budget Task Force.</p>	<p>The Forum is continuing to encourage government disclosure</p> <p>The problem is more clearly understood and there is a possibility that it will be addressed in the 2003 Budget</p>
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COMPONENT 1: MILESTONE 2- Studies Undertaken by ZAMTIE (whether or not business associations participated)

List Studies Undertaken	Name of Associations or Chambers which Participated if Any	Form of Participation by Associations or Chambers	Results
Trade and Investment Opportunities in Agriculture	ZNFU	Provided input for the study	It is unknown how many business and investment decisions have been affected by the study and its resultant report. The report however received wide recognition and was a significant input into the

			World Bank's study on Competitiveness and Diversification. It also served as a basis for regional investment workshops in Kabwe and Chipata.
Agricultural Biotechnology and Biosafety Study	ZNFU	This study was done at the request of ZNFU and they participated by providing inputs from their various constituent associations and their Biotechnology Subcommittee as well as providing periodic reviews.	At a ZNFU Council Meeting, a unanimous decision was taken to move forward with the introduction of GMOs on the basis of the approach recommended by ZAMTIE.
Zambia Investment Guide		This was prepared in conjunction with ZIC	This is to be used for ZIC's website
Foreign Direct Investment			This resulted in a workshop to sensitise government officials to the factors that influence investment decisions.
Trade Remedy Options for Zambia	ZACCI, ZAM and ZNFU	Submission of information on various products that were being negatively affected by the parallel exchange rate in Zimbabwe	The paper provided the basis for further analysis of the problem, facilitated the initiation of the development of a national safeguard law and the conducting of a fact-finding mission. It also

			increased awareness on the various provisions on trade remedies in the available Trading Arrangements Zambia is participating in.
Zimbabwe Unfair Trade Practices	ZAM	Participation in the study design	Provided a clear understanding to the government of the problems being caused by the parallel exchange rate in Zimbabwe. Provided impetus to preparing safeguard legislation.
Zambia Export Products Research Study to Assist USA AGOA Import Regulatory Requirements	Livingstone Chamber of Commerce and Industry, Livingstone DBA, KaCCI, KaDBA, Ndola Chamber of Commerce and Industry, ZACCI and ZAM	Participated in a workshop where the study was presented	Increased understanding within the business community as to how to access the US market
Stimulating Growth of Trade and Investment in Zambia's Cotton to Apparel Pipeline	TPZ, ZNFU, ZAM and ZACCI	TPZ helped in the design and facilitation of the study. ZNFU provided useful information. All attended a seminar where the results were presented.	Investors are examining Zambia as a possible site for an integrated textile industry. Some local companies have made linkages with other regional companies that may lead to new markets.
Market Study on Dried and Dehydrated Vegetables			Draft report being reviewed

Management Audits at LTA, KaCCI, KaDBA and EPCCI	LTA, KaCCI, KaDBA and EPCCI	All actively participated in the study and in assessing the results	Action plans to strengthen all of the associations
Strategic Reforms for the Gemstone Sector			Draft report being reviewed
Market Study for Vanilla Beans	ZNFU	The Chairman of ZNFU requested the study	Draft report being reviewed

COMPONENT 1: MILESTONE 3 –Additional Chamber or Association Hearings as Results of ZAMTIE

Name of Chamber or Association	Nature of Hearing	Result	Number of Men Attending	Number of Women Attending
KiCCI, 24 January	Dissemination of the e-commerce report	Chamber agreed with the recommendations	9	2
ZAM Executive Committee, 20 March	To discuss safeguard measures against unfair trade practices	Committee agreed for a study to be implemented	11	4
TPZ, 12 September	Dissemination of pipeline study	Recommendations accepted	21	11
LTA, 15 November	Discuss management audit report	Action plan formulated	7	5
KaCCI, 18 November	Discuss management audit report	Action plan formulated	18	3
KaDBA, 18 November	Discuss management audit report	Action plan formulated	24	8
EPCCI, 21 November	Discuss management audit report	Action plan formulated	19	4

Emerald and Semi-Precious Miners Association (ESMAZ), Kalomo Miners Association, Lundazi Gemstone Miners Association, Zambian women in Mining, Mumbwa Miners Association and Solwezi Miners Association	Consultations on how to better associate for representational purposes	Proposal to form a common secretariat and ad hoc committee of association chairpersons	Lundazi – 68 Kalomo – 9 ESMAZ – 10 Mumbwa – 4 Solwezi – 0 Total -- 91	Lundazi – 0 Kalomo – 2 ESMAZ – 3 Mumbwa – 0 Solwezi -- 1 Total -- 6
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COMPONENT 1: MILESTONE 4 –Percentage of women attending hearings

Name of Chamber or Association	Nature of Hearing	Result	Number of Men Attending	Number of Women Attending
Information for Milestone 4 is included in information provided in Milestone 3 above				

COMPONENT 1: MILESTONE 5 –Newspaper Articles Written on Issues Outlined by ZAMTIE

Title of Article	Name and Date of Newspaper in which it Appeared	Summary of ZAMTIE Issue Reported
ZENA Business Discussion on	Times of Zambia, 4/3/02	Resources persons for workshop on multilateral, regional negotiations
Macro Economic sector is not conducive enough for private sector development	Weekly Post, 04/05/02	ZAMTIE presentation to the ZENA workshop on Multilateral and Regional Trade Negotiations

Private and Public Sector form Partnership	Times of Zambia, 04/23/02	Reporting ZAMTIE's membership to task force on Public/ Private Sector Partnership
Zambia Lacks Infrastructure says ZAMTIE	Monitor, 04/30/02	This was in reference to comments made by COP on the ZAMTIE study on e-commerce. In particular the comment was made with respect to poorly formulated policies and regulations which are hindering the development of e-commerce in Zambia
Tax Policies Hindering Investment- Researcher	Financial Mail, 05/07/02	Comments on ZAMTIE's Cliff Barton's assessment on e-commerce
Prepare for US market, Zambian farmers urged	Times of Zambia, 06/18/02	The Article with reference to comments made by ZAMTIE's Trade Specialist on the need for farmers to prepare themselves for exports to US under AGOA once the Pest Risk Assessments have been approved.
ZAMTIE unhappy with Zim goods ban	Daily Mail, 09/18/02	The Article was with respect to the recommendations of fact finding mission report facilitated by ZAMTIE but led by the Ministry of Commerce, Trade and Industry which revealed that a total ban of the products would be counter productive
No proof on Zimbabwe goods	Zambia Daily Mail, 10/02/02	The Article was referring to a statement issued by the Zimbabwean High Commission to Zambia who was stating that his Government had not received a

		detailed report from Zambian Authorities on the ban imposed on selected Zimbabwean products. The only document he had seen was the fact-finding report, which was facilitated by ZAMTIE.
Business Forum, BOZ consult over dollar use	Daily Mail, 11/13/02	The Business Forum held a consultative meeting with the Governor Bank of Zambia on the re-enforcement of quoting prices in Kwacha as the legal tender at which they agreed to constitute a joint working party to examine the draft statutory instrument and also proposed a voluntary code of conduct.

COMPONENT 1: MILESTONE 6 –Laws, Regulations, Policies Disseminated to Large Audience

Laws, Regulations, Policies Disseminated	How Dissemination Took Place	Estimate of Size of Audience Reached	Results
AGOA regulations in general and the AGOA Visa System in particular	Through (1) AGOA awareness workshops and consultations with individual businesses, government officials and other trade related institutions such as EBZ, (2) the report on US AGOA Import Regulatory Requirements, (3) the AGOA Information Booklet and (4) media coverage of the previous.	Thousands	AGOA Visa System approval in January 2002 and exports from Swaziland to US through RSA and Mauritius

ZAMTIE paper on trade remedy options available to Zambia under the different trading arrangements	Dissemination and discussions with different stakeholders both public and private sector		Enhanced awareness on trade remedies and the Identification of the need to put in place national safeguard legislation and regulations.
Safeguard Legislation	Dissemination of information on the need to have protection through safeguards. The activities regarding the project's support towards this issue has been to a large extent demand driven but has involved consultations at all level of Government and private sector		The Ministry of Commerce, Trade and Industry with ZAMTIE's support drafted safeguard legislation and regulations which has since been passed by Cabinet and is awaiting final enactment by Parliament.
APHIS Pest Risk Assessment requirements for unprocessed plant and animal products	This has been a demand driven activity whose major focus has been to push for PRA approvals. Dissemination of information has been through various means such as consultations at all levels of both Zambian and US Government Authorities, private sector and through regional bodies.		Consideration of Zambia's application for a number of products. Though not yet approved the pressure has forced both administrations to realise the need to address the problem as soon as possible.

	Lobbying with influential politicians and individuals in addition to working with other regional USAID projects and USDA offices. This is in addition to facilitating participation of government and private sector individuals in workshops where they could bring to the fore Zambia's problems on PRAs.		A publication of Zambia's Pest List was produced with the facilitation of ZAMTIE.
Zambia Trade Policy Review under the World Trade Organization (WTO)	Through consultations held with all the relevant government and quasi government institutions consulted in the process of coming up with a national document for presentation in Geneva. In addition, the document was circulated to various stakeholders once it had been concluded. At international level the policy document was circulated to all WTO members and also posted to the WTO website after the meetings.	Thousands	Greater awareness and appreciation of Zambia Trade policies and the difficulties it has with integrating into the global trading system.
Policies and Regulations in the Services Sector	Disseminated through a national workshop on WTO	45 participants from all the stakeholder institutions (public	Establishment of the first National Working

	Trade in Services facilitated by ZAMTIE and UNCTAD	and private)	Group on services which will map out a national strategy for the WTO negotiations on Services and facilitate future coordination of all trade related activities in this sector
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CAPACITY BUILDING

COMPONENT 2: MILESTONE 1 – Studies/Assessment that NBCA's or PBA's participated in

Name of Study/Assessment	Name of Participating Chambers and Associations	Summary of Study/Assessment Conducted	Results
Agricultural Biotechnology and Biosafety Study	ZNFU	The study examined the positions of constituent ZNFU associations with respect to the introduction of GMOs in Zambia and assisted them in arriving at a consensus position.	At a ZNFU Council Meeting, a unanimous decision was taken to move forward with the introduction of GMOs on the basis of the approach recommended by ZAMTIE
Zimbabwe Unfair Trade Practices	ZAM	The study examined the price at which traders could bring selected products into Zambia	Provided a clear understanding to the government of the

		by exchanging dollars on the parallel market in Zimbabwe.	problems being caused by the parallel exchange rate in Zimbabwe. Provided impetus to preparing safeguard legislation.
Stimulating Growth of Trade and Investment in Zambia's Cotton to Apparel Pipeline	TPZ, ZNFU, ZAM and ZACCI	The study examined the state of the pipeline industries and proposed policies, programs and strategies that could stimulate investment and growth in the industries.	Investors are examining Zambia as a possible site for an integrated textile industry. Some local companies have made linkages with other regional companies that may lead to new markets.
Management Audits at LTA, KaCCI, KaDBA and EPCCI	LTA, KaCCI, KaDBA and EPCCI	The study assessed the status and capabilities of the four associations and examined possible opportunities for strengthening their management, membership and finance.	Action plans to strengthen all of the associations

COMPONENT 2: MILESTONE 2 – Percentage of ZAMTIE'S level of effort (local expatriate) undertaken by women

Staff Name	Period Worked (months)	Gender
Ronald P Black	12.0	Male

Dorothy Tembo	6.5	Female
Trevor Simumba	8.0	Male
Chishimba Soko	12.0	Female
Silane Mwenechanya	3.2	Male
Cliff Barton	0.9	Male
Rodrick Chibuye	0.9	Male
Vicus Haasbroback	0.5	Male
Eva N Mukunya	0.4	Female
Peter Gregory	1.0	Male
Lovemore Simwanda	0.7	Male
LD Nyirenda	0.7	Male
Corine Quarterman	0.2	Female
James Kenworthy	1.3	Male
Michael Blakeley	1.7	Male
Gordon Murray	0.7	Male
Martin Webber	1.7	Male
Julu Simuule	0.4	Male
Joop A de Voest	1.9	Male
WCE Holman	0.2	Male

COMPONENT 2: MILESTONE 3 – Number of Workshops/briefings/training sessions held for ministries

Names of Workshops/briefings/training sessions	Did session cover regional or multilateral agreements	Number of participants by Ministry and, Number of participants by gender	Summary of workshop/briefing/training sessions	Results
Zambia/ Zimbabwe Bilateral Discussions briefing with the Permanent Secretary MCTI and other officials which among other issues included the negative effects of Zimbabwe's parallel exchange rate on Zambian industries- Lusaka meeting (1)	Yes the session discussed the various options of trade remedies available to Zambia through regional and international trade agreements	MCTI 4 male 2 female ZRA 1 male MFNP 1 male BOZ 1 male	Briefing on position to be adopted in the bilateral discussions of the Sub Committee on Trade Facilitation of the Zambia/ Zimbabwe Joint Permanent Commission.	Even though agreement was not attained during the bilateral discussions, Zimbabwean Authorities committed to attending to the parallel exchange problem and report back within a month of the meeting.

Zambia/ Zimbabwe Bilateral Consultations – Kariba meeting (2)	Yes	MCTI 3 male ZRA 1 male BOZ 1 male (Note delegation also included Private Sector reps)	On the job training in negotiations	Though not advocated by the project, the meeting resulted in the pronouncement of a ban on 14 selected products from Zimbabwe, largely a result of lack of any action on the commitments made at the previous meeting that had been held in Lusaka.
Foreign Direct Investment	No	Registrar of Companies 1 male Immigration 1 male MOFNP 1 male ZIC 2 male Ministry of Lands 1 male Zambia Railways 1 male		This workshop was aimed at sensitising government officials to the factors that influence investment decisions.

		(Also 22 persons from the private sector participated, including 4 females)		
GATT/WTO Framework for Global Trade	Yes	MCTI 12 male 2 female Ministry of Legal Affairs 1 male MFNP 1 male Min Ag and Cooperatives 2 male ZRA 3 male 1 female Bank of Zambia 1 male Zambia Bureau of Standards 1 male 1 female EBZ 1 male Patents 2 male ZNTB 1 male		This workshop provided officials and introduction to the GATT/WTO framework for global trade.

		(Private Sector)		
SADC Trade Protocol Negotiations (4)	Yes	MCTI 2 male	Finalisation of draft position and circulation for comments to all stakeholders	Capacity building
SADC Trade Protocol Negotiations (5)	Yes	MCTI 4 male 2 female MFNP 1 male ZRA 1 female	Final consideration of the national position	Final negotiating position
SADC TNF meeting Windhoek July (6)	Yes	MCTI 1male 1 female ZRA 1 female (Private Sector-ZAMEFA)	Negotiations on various outstanding issues such as rules of origin	Capacity building in negotiating skills. Immediate result out of negotiations was an agreement on rules of origin for copper cables whose exports are expected to reach \$6,000,000/ yr
SADC Senior Officials and Ministerial Meetings (7)	Yes	MCTI 3 male 1 female ZRA 1 Female	Briefing the Minister and Permanent Secretary MCTI on various issues to be considered in their meetings	Capacity building for the desk officer on the preparation and presentation of Ministerial briefs. In addition,

				obtained approval from Ministers on various SADC programs proposed by the technical level.
COMESA Trade and Customs Committee Meeting (1)	Yes	MCTI 3 male 2 female MFNP 2 male ZRA 1 female	Preparatory meeting for the trade and customs committee	National position for the meeting in addition to on the job training in negotiations
COMESA common External Tariff preparations (2)	Yes	MCTI 3 male 3 female MFNP 2 male ZRA 1 female	Preparatory briefing session for the national consultative workshop with private sector	The workshop came up with recommendations on ways and means of improving future consultations in addition to providing guidance for a negotiating position
Interim National Development Plan	Yes, but in an indirect manner	MCTI 5 male 3 female	Preparation of trade sector input into the Transitional Development Plan	Draft Trade Chapter submitted to MFNP
Integrated Frame Work	Yes	MCTI 3 male	Meeting on the revitalisation	Meeting agreed

		2 Female	of the Working Group on the integrated framework	to reconvene the Working Group which has been dormant since 2000
ZIC Investment tracking system (1)	No	ZIC 1 male 1 female	Training on system at ZIC	
ZIC Investment tracking system (2)	No	MCTI 2 male ZIC 4 male 3 female	Presentation on the investment tracking system	
Investment tracking system	No	ZIC 1 male	Training in use of the investment tracking system, which was developed at ZIC through ZAMTIE support.	Capability to better manage and operate the ZIC's investment tracking system
WTO- Trade in Services (1)	Yes	MCTI 5 female 2 male	Preparatory meeting for the national workshop on services	Action program for workshop
WTO Trade in Services (2)	Yes	MCTI 5 female 2 male	Preparatory meeting for national workshop	Logistics and program/ presentations for workshop
WTO Trade in Services (3)	Yes	MCTI 5 male 6 female Min of Energy 1 male 1 female Min. of Communication	National workshop on trade in services	Establishment of a National Working Group to map out a strategy for the WTO negotiations on

		2 male Min of works 2 male Min of Health 2 male 1 female Ministry of Tourism 2 male ZIC 1 male 1 female Registrar of Companies 1 male (Pivate sector included)		trade in services
WTO Trade Policy Review	Yes	MCTI 5 female 4 male MFNP 1 male 1 female Min of Tourism and Environment 1 male MACO 1 male ZABS 1 male ZRA 2 male 1 female EBZ 1 male ZIC 2 male BOZ 1 male	Preparatory session for the Trade Policy Review meetings in Geneva which included amending, refining and verifying both the Government and WTO Secretariat's Trade Policy Documents prepared for these meetings	All the documents were amended, refined and verified in addition to make preparations in other areas such as responses to advance questions and the Minister's speech

		Registrar of Companies 1 male Tender Board 1 male		
WTO Trade Policy Meeting - Geneva (2)	Yes	MCTI 1 male MFA 1 male Registrar of Companies 1 male ZRA 1 female BOZ 1 male	An update on Zambia's Trade Policies since the last review in 1996	Zambia's Trade Policy presented to all members of the WTO
WTO Agreement on Agriculture	Yes	MCTI 3 male 5 female	Briefing on the way forward for Zambia in the on going WTO negotiations in Agriculture	Agreed to hold a brainstorming meeting with all stakeholders on the way forward
WTO Renegotiation of Zambia's Tariff bindings Schedule	Yes	MCTI	Briefing on the need for Zambia to take into consideration the possible implications of the proposed tariff categorisation under the COMESA CET on the renegotiations on Zambia's	Agreed to do an analysis which already in progress before any firm commitments are made under the

Zambia/ Mozambique Proposed Bilateral Trade Agreement	Yes	MCTI 2 male 1 female	tariff bindings Consultations on the technical input provided by ZAMTIE on the proposed bilateral trade agreement received from Mozambique	COMESA negotiations on categorisation A decision to go ahead with the negotiations was made
Zambia/ Namibia bilateral discussions	Yes	MCTI 1 male 1 female	Briefing on MCTI's input into the bilateral discussions between the Zambian President and his counterpart in Namibia	A brief was submitted to the Presidential delegation
GMO Study Tour	Yes	President's Economic Advisor 1 male NCSR 2 male Medical Council 1 male University Teaching Hospital 1 female MAFF 1 male	A tour arranged for members to meet with knowledgeable persons in the USA and South Africa to provide information on the safety for starving peasants to consume maize that contains some genetically modified crop.	Team advised against feeding the starving peasants the maize containing GMOs.
Zambia/ Democratic Republic of Congo Proposed Bilateral Trade Agreement	No	MCTI 3 male 1 female	Briefing on ways and means of speeding up the process in order to conclude the negotiations on the Zambia/	Foreign Affairs requested to use diplomatic channels to

			DRC Trade Agreement	compel DRC to set a date for the negotiations to continue
AGOA Trade Forum - Mauritius	Yes	MCTI 5 male MFNP 1male ZRA 1 female EBZ 1 male ZIC 1 male (Also present Private Sector, COMESA, US Embassy)	Preparatory meeting for the Forum to ensure that Zambia effectively participates in the Forum sessions with respect to both the exhibition and policy discussions	Work program for the time leading up to the Forum. A subcommittee has been constituted to deal with specific assignment

COMPONENT 2: MILESTONE 4 –Number of officials at MCTI trained in regional and multilateral agreements

Names of Workshops/briefings /training sessions	Did session cover regional or multilateral agreements	Name of participating Ministries	Number of participants by Ministry and, number of participants by gender	Number of Women Attending	Results
Information the same as that in Milestone 3					

COMPONENT 2: MILESTONE 5 – Average number of officials from other key ministries aware and informed of the implications of regional and multilateral trade agreements

Names of Workshops/briefings/training sessions	Did session cover regional or multilateral agreements	Name of participating Ministries	Number of participants by Ministry and, Number of participants by gender	Summary of workshops/briefing/ Training sessions	Results
Information the same as that contained in milestone 3					

COMPONENT 2: MILESTONE 6 – Average percentage of officials trained at all ministries who are women

Names of Workshops /briefings/training sessions	Did session cover regional or multilateral agreements	Name of participating Ministries	Number of participants by Ministry and, Number of participants by gender	Summary of workshops/briefing/ Training sessions	Results
Information the same as that contained in milestone 3					

COMPONENT 2: MILESTONE 7 – Number of private sector - led workshops

Name of location of Workshop	Number of participants by gender	Summary of workshop conducted	Results
Agricultural Biotechnology and Biosafety – Lusaka	25 male (estimate) 5 female (estimate)	This workshop presented the potential benefits and risks associated with genetically modified organisms (GMOs).	This workshop preceded a similar presentation to the ZNFU National Council Meeting, which unanimously approved moving forward with the introduction of GMOs on the basis of the approach recommended by ZAMTIE.
Economic Diversification of the Copperbelt – Ndola	35 male	This workshop was conducted in conjunction with the Ndola Chamber of Commerce and Industry and the Zambia International Trade Fair to explore the next steps of the Copperbelt diversification activities.	Activation of the Economic Diversification Task Force
Exporting to the USA under AGOA – Lusaka	32 male 7 female	This seminar provided participants with information on procedures and regulations required to export into the USA both in general as well as under the US's AGOA.	Better informed exporters and potential exporters

Exporting to the USA under AGOA – Kabwe	15 male 6 female	This seminar provided participants with information on procedures and regulations required to export into the USA both in general as well as under the US's AGOA.	Better informed exporters and potential exporters
Exporting to the USA under AGOA – Ndola	17 male 3 female	This seminar provided participants with information on procedures and regulations required to export into the USA both in general as well as under the US's AGOA.	Better informed exporters and potential exporters
Exporting to the USA under AGOA -- Livingstone	12 male 1 female	This seminar provided participants with information on procedures and regulations required to export into the USA both in general as well as under the US's AGOA.	Better informed exporters and potential exporters
Trade and Investment in Zambia's Cotton to Apparel Pipeline – Lusaka	33 male 9 female	This seminar described the status of the pipeline industries and outlined policies, programs and industry initiatives needed to stimulate growth in trade and investment in the pipeline industries.	Efforts on behalf of some pipeline companies to make regional linkages that could lead to new markets.

Kitwe Cross Border Trader Association Opportunities	30 Male 15 Female	The workshop examined regional trade opportunities offered by the Congo market.	Increased awareness among small-scale traders of the big market opportunities just across the border.
LTA Management Audit – Livingstone	7 male 5 female	This roundtable examined the strengths, weaknesses and opportunities of the targeted association and evaluated future tasks and strategy.	An action plan
KaCCI Management Audit – Kabwe	18 male 3 female	This roundtable examined the strengths, weaknesses and opportunities of the targeted association and evaluated future tasks and strategy.	An action plan
KaDBA Management Audit – Kabwe	24 male 8 female	This roundtable examined the strengths, weaknesses and opportunities of the targeted association and evaluated future tasks and strategy.	An action plan
EPCCI Management Audit – Chipata	10 male 4 female	This roundtable examined the strengths, weaknesses and opportunities of the targeted association and evaluated future tasks and strategy.	An action plan

COMPONENT 2: MILESTONE 8 – Number of private-sector leaders attending private sector led workshops

Name of Location of Workshop	Number of Participants by Gender	Summary of Workshop Conducted	Results
Information for this table is same as that for the Component 2 Milestone 7 Table			

COMPONENT 2: MILESTONE 9 – Percentage of the private sector leaders attending workshops who are from provinces other than Lusaka

Name of location of Workshop	Number of participants by gender	Summary of workshop conducted	Results
Information for this table is the same as for Component 2: Milestone 7 Table			

COMPONENT 2: MILESTONE 10 – Percentage of private sector leaders attending workshops who are women

Name of location of Workshop	Number of participants by gender	Summary of workshop conducted	Results
Information for this table is the same as for the			

Component 2: Milestone 7 Table			
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COMPONENT 2: MILESTONE 11 – Percentage of private sector leaders attending workshops held outside of Lusaka who are women

Name of location of Workshop	Number of participants by gender	Summary of workshop conducted	Results
Information for this table is the same as for the Component 2: Milestone 7 Table			

COMPONENT 2: MILESTONE 12 – Number of NBCAs, PBAs/local chambers, and private sector support institutions benchmarked

Name of organization benchmarked	Results
LTA	An action plan
KaCCI	An action plan
KaDBA	An action plan
EPCCI	An action plan

COMPONENT 2: MILESTONE 13 – Number of NBCAs/PBAs/local chambers, and private sector support institutions benefiting from an institutional strengthening program

Name of organization strengthened	Description of institution	Results
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	strengthening program	
LTA	Management consultants worked with the Association to provide advice on strengthening the Association and to prepare a plan for future support from ZAMTIE.	Improved management and a plan for future development
KaCCI	Management consultants worked with the Chamber to provide advice on strengthening the Chamber and to prepare a plan for future support from ZAMTIE.	Improved management and a plan for future development
KaDBA	Management consultants worked with the Chamber to provide advice on strengthening the Chamber and to prepare a plan for future support from ZAMTIE.	Improved management and a plan for future development
EPCCI	Management consultants worked with the Chamber to provide advice on strengthening the Chamber and to prepare a plan for future support from ZAMTIE.	Improved management and a plan for future development

COMPONENT 2: MILESTONE 14 – Number of NBCAs/PBAs benefiting from computer and equipment on cost-sharing basis

Name of chamber or association	Description of computer or equipment provided	Nature of cost-sharing
KaCCI	A computer modem for connecting to	The Chamber bought the computer

	the internet and we paid for their internet service	and printer
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COMPONENT 2: MILESTONE 15 – Number of NBCAs/PBAs benefiting from training exercises (aside from trade)

Name of and location of chamber or association benefiting from training exercise (aside from trade)	Description of training	Number trained		From Lusaka	From Outside Lusaka	Total
		Women	Men			
KaCCI	Provided a second Chamber Administrative Secretary on the job training at ZACCI (the one trained last year left for a better job)	1			1	1
ZNFU	Sponsored a ZNFU representative to participate in a land policy and administration training program		1	1		1

COMPONENT 2: MILESTONE 16 – Give number of private sector leaders trained (aside from trade)

Name of and location of chamber or association benefiting from training exercise (aside from trade)	Description of training	Number trained		From Lusaka	From Outside Lusaka	Total
		Women	Men			
Information for table is same as for the Component 2: Milestone 15 Table						

COMPONENT 2: MILESTONE 17 –Percentage of private sector leaders, who are trained in subjects other than trade, who are from outside of Lusaka

Name of and location of chamber or association benefiting from training exercise (aside from trade)	Description of training	Number trained		From Lusaka	From Outside Lusaka	Total
		Women	Men			
Information for table is same as for the Component 2: Milestone 15 Table						

COMPONENT 2: MILESTONE 18 – Percentage of private sector leaders trained who are women

Name of and location of chamber or association benefiting from training exercise (aside from trade)	Description of training	Number trained		From Lusaka	From Outside Lusaka	Total
		Women	Men			
Information for table is same as for the Component 2: Milestone 15 Table						

COMPONENT 2: MILESTONE 19 –Percentage of private leaders trained outside of Lusaka who are women

Name of and location of chamber or association benefiting from training exercise (aside from trade)	Description of training	Number trained		From Lusaka	From Outside Lusaka	Total
		Women	Men			
Information for table is same as for the Component 2: Milestone 15 Table						

FOSTERING LINKAGES

Component 3: MILESTONE 1 – Percentage in number of visitors to EBZ reference centre (library), from base year (2001)

Number of visitors to EBZ reference centres in 2001	Comments
	There has been no demand for support to the EBZ reference centre

COMPONENT 3: MILESTONE 2 – Percentage growth in number of active members above base year (2001) in targeted PBA/local chambers

Name of association	Number of Members		Total	Visitors to associations reference library in 2001
	Women	Men		
None of the regional or local business associations or chambers have reference libraries therefore this milestone is not applicable				

COMPONENT 3: MILESTONE 3– Percentage growth in active members in targeted DBA/local chambers who are women

Name of association	Number of Members		Total	Visitors to associations reference library in 2001
	Women	Men		
As there are no reference libraries, this milestone is not applicable				

COMPONENT 3: MILESTONE 4– Number of policy issues originating from districts outside of Lusaka

Description of policy issue	Origination of Policy issue		Comments
	Organization	Location	
The lack of a conducive trade and investment regime for textile exports	TPA	Ndola	Textile pipeline study was commissioned
Inadequate VAT refund system	TPA	Ndola	Working through the Business Forum, this issue was taken up with ZRA and a system has now been put in place that should remove the delays in receiving VAT refunds.

COMPONENT 3: MILESTONE 5– Number of reference libraries in PBAs receiving assistance

Name of association business library receiving assistance	Description of assistance	Comments
As there are no reference libraries in PBAs, this milestone is not applicable		

COMPONENT 3: MILESTONE 6– Percentage growth in number of visitors above base year (2001) in targeted PBA/local chamber reference libraries

Name of association	Number of Members		Total	Visitors to associations reference library in 2001
	Female	Male		
As there are no reference libraries, this is not applicable				

COMPONENT 3: MILESTONE 7– Give number of hits to the ZAMTIE web site

Number of hits to ZAMTIE website
ZAMTIE is in the process of developing its website which should be up an running in December 2002

COMPONENT 3: MILESTONE 8 – Number of in-country fairs in which ZAMTIE participates

Name of fair	Number of companies benefiting from ZAMTIE participation	Number of women who visited ZAMTIE site
2002 Zambia International Trade Fair	40	15
Small and Medium Entrepreneurs Association Kitwe District Mini Trade Exhibition	26	17
Mufulira Trade Exhibition	10	4

COMPONENT 3: MILESTONE 9 – Number of companies benefited by ZAMTIE participation in in-country fairs

Name of fair	Number of companies benefiting from ZAMTIE participation	Number of women who visited ZAMTIE site
Information for table same as information in the Component 3: Milestone 8 Table		

COMPONENT 3: MILESTONE 10 – Percentage of beneficiaries of in-country fairs who are women

Name of fair	Number of companies benefiting from ZAMTIE participation	Number of women who visited ZAMTIE site
Information for table same as information in the Component 3:		

Milestone 8 Table		
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COMPONENT 3: MILESTONE 11 – Number of trade missions to third countries

Name of trade mission	Description	Number of Participants		Total
		Women	Men	
Congo Trade Mission	EBZ with ZAMTIE support organized and facilitated 20 Zambian companies with 32 representative to participate in this mission held in Lubumbashi	3	29	32

COMPONENT 3: MILESTONE 12 –Number of third-country observation tours

Name of third-country Observation tour	Description of tour including any strategic partnerships developed	Number of participants	Total
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		Women	Men	
American and African Business Women's Alliance	Two participants representing the tourism and timber sectors visited Botswana where in addition to participating in the African American Business Women's Alliance Conference and Trade Exhibit, they visited Botswana companies in their areas of interest.	2	-	2

COMPONENT 3: MILESTONE 13 – Number of participants in third-country observation tours

Name of third-country observation tour	Description of tour including any strategic partnerships developed	Number of participants		Total
		Women	Men	
Information same as for the Component 3: Milestone 12 Table				

COMPONENT 3: MILESTONE 14 – Percentage of participants in third-country observation tours who are women

Name of third-country observation	Description of tour including any strategic partnerships developed	Number of participants		Total
		Women	Men	
Information same as for the Component 3: Milestone 12 Table				

COMPONENT 3: MILESTONE 15 – Inter-country visits by regional investors, traders, or business people

Name of In-country tour	Description of tour including any strategic partnerships developed	Number of participants		Total
		Women	Men	
Integrated textile industry investment	Representatives of a potential \$ 30 to \$ 50 million investment came to Zambia as a result the		2	2

	ZAMTIE textile pipeline study. They were shown facilities in Livingstone and Kafue, which might be used for a textile mill and visited local garment manufacturers in Ndola and Kitwe to get an understanding of the quality of the workforce. They were introduced to the Minister and Permanent Secretary for Commerce, Trade and Industry; the Economic Advisor to the President; the Executive Director of ZIC and senior staff at the Privatization Agency.			
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COMPONENT 3: MILESTONE 16 – Give number of strategic partnerships developed directly as a result of in-country, and third-country observation tours facilitated

Name of third – country observation tour	Description of tour including any strategic partnerships developed	Number of participants		Total
		Women	Men	
None as yet				

ATTACHMENT 3

ZAMTIE's Cooperation with Other USAID Projects

During the course of the year, ZAMTIE has had the opportunity to work with or otherwise involve other USAID projects in ZAMTIE activities. The following table lists many of these.

ZAMTIE Activity	Other USAID Project Involved
ZAMTIE's <i>Directory of Financial and Technical assistance Available in Zambia</i> provided information on a number of USAID contractor projects	ZCSMBA, IESC, ZATAC, CLUSA, CARE and Grant Thornton Associates Ltd
Facilitating agri-produce through the USDA entry procedures	ZATAC and RAPID
Public/private sector dialogue	ZENA
Efforts to organize the gemstone associations	IESC
Efforts to facilitate PRAs	ZATAC and RAPID
LTA management audit	IESC
KaCCI management audit	Credit Management Services (CMS)
KaDBA management audit	CMS, ZCSMBA
EPCCI management audit	CLUSA (NRM)
Study of trade and investment opportunities in agriculture	ZATAC, CLUSA (RGB), MSU and CLUSA (NRM)
Kabwe Horticultural Farmers Cooperative	ZATAC
Study of the textile pipeline	MSU, CLUSA (RGB) and ZATAC
US market opportunities and AGOA promotion workshops in Lusaka, Ndola, Kabwe and Livingstone	The Hub and IESC
American African Business Women's Alliance Conference	ZATAC
Kitwe trade exhibition	ZCSMBA
Mufulira trade exhibition	ZCSMBA